Company Name: Pfizer

Approver: LJE

1. Blended Discount of 74% (before $469K credit for existing Order Management licenses)
   Read Only application users - 85%
   iSupplier Portal - 85%
   iAS - 25%
   all other programs - 63%
2. 3 Year Price Hold for products listed below
3. 3 year price hold for additional programs listed below at 60%
4. Approval to flat line support for 1ᵗ year renewal , cap @ 5% for years 2, 3

Deal Summary:

Deal Summary	
Product Mix:	Oracle Financials (Full Use & Read-only); Financial Intelligence; Purchasing; I-Supplier Portal ; Order Management; Advanced Pricing; I-Receivables; Tutor for Applications; Self Service Tutor; Discoverer End User; Internet Developer Suite; Oracle 9iAS; Diagnostic, Tuning, and Change Management Packs; EDI Gateway; Interconnect Adapter
License Discount	74% blended discount (before $469K existing license credit)
Support Discount	74%
Support Options	1 year flat with 5% cap for next two years
Price Holds	3 Year Price Hold at contract discounts for products listed on the initial order plus 60% Discount for the following products: **Applications:** Release Management; Advanced Pricing; Configurator; Selling Point Mobile Configurator; Mobile Supply Chain Options; Warehouse Management; Transportation; Advanced Supply Chain Planning; Constraint Based Optimization; Inventory Optimization; Global Order Promising; Demand Planning; Supply Chain Management; Supply Chain Exchange; Purchasing; iProcurement; Purchasing Intelligence; Exchange Marketplace; Sourcing; Process Manufacturing; Manufacturing Intelligence; Shop Floor Management; Project Costing; Project Billing; Internet Time; Project Contracts; Project Resource Management; Product Development Exchange; Treasury; Financial & Sales Analyzer; Internet Expenses; Activity Based Management; Balanced Scorecard; Marketing On-line; Advanced Marketing On-line; Trade Management; Marketing Intelligence; iStore iPayment; Telesales; Collections; Sales On-Line; Mobile Sales; Wireless Option for Sales; Quoting; Partners On-line; Sales Intelligence; Incentive Compensation; iSupport; Teleservice; Service On-line; Advanced Scheduler; Mobile Field Service; Contracts; Quality On-Line; Service Intelligence; Customer Intelligence; CRM Data Model; Maintenance, Repair and Overhaul (MRO) bundle; MRO bundle – Read Only; iLearning; Advanced In-bound; Advanced Outbound; Scripting; eMail Centre; Interaction Center Intelligence; iMeeting; **Core Technology:** Oracle 9i Enterprise Edition (Named & Processor); Oracle 9i Standard Edition; Personal Edition; Oracle Lite; Real Application Clusters; Partitioning; OLAP Option; Data Mining; Spatial; Advanced Security; Label Security; Diagnostic, Tuning, Change Management Pack; IAS Personalization; Wireless Option; Internet developer Suite; Discoverer Desktop Edition; Programmer; Message Broker; Pure Name & Address; Express Server; Express Analyzer; express Objects; Open Systems Gateway; Mainframe Integration Gateways; Enterprise Integration Gateways; EDA/SQL Gateway; Additional EDA/SQL Driver; Interconnect Adapters
List License	**$11,940,446**
Net License	**$2,697,682**
Net Support	**$696,800**

Last revised 4/6/00

GOVERNMENT EXHIBIT
P1111

GOVERNMENT EXHIBIT
210
Pope

HIGHLY CONFIDENTIAL

ORLITE0284586

Net Price	$3,394,482	

Justification: Pfizer is final stages of a global applications evaluation. The first phase of this project is for a European Financial Shared Services Center (EFSS) that will be based in the U.K and will service 18 markets. Their initial implementation includes Oracle Financials and our Order to Cash solution (iReceivables, Purchasing, iSupplier Portal, Order Management, Advanced Pricing, and Tutor). Pfizer has limited their evaluation to two potential software partners - Oracle and Peoplesoft - with the winner destined to become the global applications standard for Pfizer's $30B+ business over the next 4 years. Pfizer already has a global license agreement with Peoplesoft as a result of their global HRMS implementation, and has indicated that our proposal (inclusive of the 74% blended discount) is still $1M higher than Peoplesoft's proposal.

85% discount on Read only licenses and iSupplier Portal necessary because the Read only licenses are for 3000 users who need to query and run reports and iSupplier Portal is to replace Ariba's program (part of the eProcurement suite) which is licensed via a global agreement. The goal over time is to replace Ariba from the corporate standards list.

If we win this business, Pfizer will be implementing three additional Shared Service centers globally & expanding this application footprint to include Projects, OPM, and CRM w/Dendrite Webforce over the next three years. The three year license projection is $12M++.

Recommendation: (leave blank)

Submitted By: Kevin Sullivan

R: (leave blank)
C: (leave blank)
L: (leave blank)
A: (leave blank)
BP: (leave blank)